|                     | Participating   |   | riptions  | Interfaces                  |   |                            |   |                           |                       | EHR Functionalities                              |                            |                     |                       |                           |   |   |                              |  |  |  |
|---------------------|---|---|---|-----------------------------|---|----------------------------|---|---------------------------|-----------------------|--|----------------------------|---------------------|-----------------------|---------------------------|---|---|------------------------------|--|--|--|
| Pleas               | EHR Vendors  Cing Comparison  e refer to each vendor's pricing and tionality spreadsheet for additional information | EHR monthly<br>subscription per<br>physician                  | Practice<br>management<br>software  | EHR<br>practice<br>template | Practice<br>management<br>interface   | e-Prescribing<br>interface | Lab<br>interface  | Radiology<br>interface    | Advance<br>directives | Customized reports                               | Diagnostic test<br>results | EHR<br>registry     | Multimedia<br>support | Radiology<br>results      | Results<br>management and<br>notification | Secure<br>messaging<br>within EHR<br>system | Telehealth<br>platform       |  |  |  |
|                     | Aprima  | \$383   | \$67  | Included                    | \$3,000   | Included                   | Varies  | Varies                    | Included              | Included   | Varies                     | Varies              | Included              | Included                  | Included                                  | Included                                    | Included                     |  |  |  |
|                     | Cyfluent  | \$360   | Included  | Included                    | Included  | Included                   | Included  | TBD                       | Included              | Included   | Included                   | Included            | Included              | Included                  | Included                                  | Included                                    | N/A                          |  |  |  |
|                     | DigiDMS   | \$300   | Included  | Included                    | Included  | Included                   | Included  | Included                  | Included              | \$35/hour  | Included                   | Included            | Included              | Included                  | Included                                  | Included                                    | Included                     |  |  |  |
|                     | Glenwood Systems  | \$446   | Included  | Included                    | Included  | Included                   | N/A   | N/A                       | Included              | Included   | Included                   | Included            | Included              | Included                  | Included                                  | Included                                    | Included                     |  |  |  |
|                     | iPatientCare  | \$250   | \$100   | \$1000/day                  | \$1,500   | Included                   | \$5,000   | \$5,000                   | Included              | Included   | Included                   | Included            | Included              | Included                  | Included                                  | Included                                    | Included                     |  |  |  |
| S                   | iSALUS Healthcare   | \$550   | .5% total<br>collections or<br>\$250 minimum  | Included                    | Included  | Included                   | Included  | Included                  | Included              | Included   | Included                   | Included            | Included              | Included                  | Included                                  | Included                                    | Included                     |  |  |  |
| Ambulatory Products | PrognosCIS  | \$250   | \$150   | Included                    | \$0 - \$2500  | Included                   | Included  | \$3,000                   | Included              | Included   | Included                   | \$3,000-<br>\$5,000 | Included              | \$3,000 -<br>\$5,000      | Included                                  | Included                                    | Included                     |  |  |  |
| Ambula              | Medical Informatics<br>Engineering  | Staring at \$350  | N/A   | Included                    | Starting at \$299   | Included                   | Starting at<br>\$4,500  | Starting at<br>\$5,000    | Included              | Starting at<br>\$225/hour<br>development<br>time | Included                   | Included            | Included              | Included                  | Included                                  | Included                                    | Starting at<br>\$4,500       |  |  |  |
|                     | Sevocity  | s359  | First interface is<br>free, each<br>additional<br>interface cost<br>\$995, plus<br>\$25/month | Included                    | First interface is<br>free, each<br>additional<br>interface cost<br>\$995, plus<br>\$25/month | Included                   | First<br>interface is<br>free, each<br>additional<br>interface<br>cost \$995,<br>plus<br>\$25/month | \$995, plus<br>\$25/month | Included              | Included   | \$995, plus<br>\$25/month  | Included            | Included              | \$995, plus<br>\$25/month | Included                                  | Included                                    | Included                     |  |  |  |
|                     | Stratus EMR   | \$500/month for<br>full time,<br>\$350/month for<br>part time | Included  | Included                    | Included  | Included                   | Included  | N/A                       | N/A                   | \$0 - \$150 /hour                                | Included                   | N/A                 | N/A                   | Included                  | Included                                  | Included                                    | Depends on<br>clients' needs |  |  |  |
|                     | Virtual Officeware GE<br>Partner for Maryland   | \$549   | Included  | \$1,500                     | N/A   | Included                   | \$5,000   | \$2,500                   | Included              | \$165/hour                                       | \$2,500 - \$5,000          | \$4,000             | Included              | \$2,500                   | Included                                  | \$50/provider                               | N/A                          |  |  |  |

## MHCC EHR Product Portfolio March 2014

|                                   | Participating | Subscriptions                                |                                    |                             |                                     | Interfaces                 |                  |                        | EHR Functionalities   |                    |                            |                 |                       |                      |   |   |                        |  |  |
|-----------------------------------|---------------|--|------------------------------------|-----------------------------|-------------------------------------|----------------------------|------------------|------------------------|-----------------------|--------------------|----------------------------|-----------------|-----------------------|----------------------|---|---|------------------------|--|--|
| EHR Vendors<br>Pricing Comparison |               | EHR monthly<br>subscription per<br>physician | Practice<br>management<br>software | EHR<br>practice<br>template | Practice<br>management<br>interface | e-Prescribing<br>interface | Lab<br>interface | Radiology<br>interface | Advance<br>directives | Customized reports | Diagnostic test<br>results | EHR<br>registry | Multimedia<br>support | Radiology<br>results | Results<br>management and<br>notification | Secure<br>messaging<br>within EHR<br>system | Telehealth<br>platform |  |  |
| roducts                           | Matrix Care   | \$0.59/bed                                   | \$0                                | Included                    | Included                            | Included                   | N/A              | N/A                    | Included              | Included           | N/A                        | \$0.06/bed      | N/A                   | N/A                  | N/A                                       | N/A   | N/A                    |  |  |
| LTPAC P                           | NTT DATA      | \$750/month to<br>\$1,300/month              | N/A                                | N/A                         | N/A                                 | Included                   | \$125/month      | \$125/month            | Included              | Included           | Included                   | Included        | N/A                   | Included             | Included                                  | Included                                    | N/A                    |  |  |

| Participating       |   |                             | I                        | eatures for F         | atients                                | Administrative<br>Processes        | Im   | plementat   | ion Traini  | ng                                | EHR Te     | chnology S                        | Upgrades                       |                                  |                     |                       |
|---------------------|---|-----------------------------|--------------------------|-----------------------|--|------------------------------------|--|---|---|-----------------------------------|------------|-----------------------------------|--------------------------------|----------------------------------|---------------------|-----------------------|
| Pri-                | EHR Vendors Pricing Comparison Please refer to each vendor's pricing and functionality spreadsheet for additional information |                             | Patient<br>education     | Patient<br>scheduling | Reminders to patients for appointments | Patient<br>medication<br>reminders | Validation of insurance eligibility          | Support<br>provided<br>onsite   | Training<br>provided via<br>web   | Training<br>provided via<br>phone | Ongoing    | Support<br>provided via<br>e-mail | Support<br>provided via<br>web | Support<br>provided via<br>phone | Version<br>upgrades | Training for upgrades |
|                     | Aprima  | \$50                        | \$0                      | Included              | Custom                                 | Custom                             | Included                                     | Custom  | Custom  | Included                          | \$30       | Included                          | Included                       | Included                         | Included            | Included              |
|                     | Cyfluent  | Included                    | Included                 | Included              | Included                               | Included                           | Included                                     | Included  | Included  | Included                          | Included   | Included                          | Included                       | Included                         | Included            | Included              |
|                     | DigiDMS   | \$25/month                  | Included                 | Included              | Included                               | Included                           | Included                                     | \$35/hour   | \$35/hour   | \$35/hour                         | \$35/hour  | Included                          | Included                       | Included                         | \$1,000             | \$35/hour             |
|                     | Glenwood Systems  | Included                    | \$15/month/<br>physician | Included              | Included                               | Included                           | Included                                     | \$750/day<br>plus Travel<br>& Expenses                                  | Included  | Included                          | Included   | Included                          | Included                       | Included                         | Included            | Included              |
|                     | iPatientCare  | Included                    | Included                 | Included              | Included                               | Included                           | Included                                     | \$125/hour<br>or<br>\$1,000/day   | \$125/hour  | Included                          | Included   | Included                          | \$125/hour                     | Included                         | Included            | Included              |
| t                   | iSALUS Healthcare   | Included                    | Included                 | Included              | Included                               | N/A                                | Included                                     | Included, if regional location.   | Included  | Included                          | N/A        | Included                          | Included                       | Included                         | Included            | Included              |
| Ambulatory Products | PrognosCIS  | Included                    | Included                 | Included              | Included                               | Included                           | \$29/ provider/ month                        | \$750/8<br>hour block.<br>Travel and<br>lodging<br>billed<br>separately | Included  | Included                          | Included   | Included                          | Included                       | Included                         | Included            | Included              |
| Ambula              | Medical Informatics<br>Engineering  | Starting at<br>\$495        | \$500                    | Included with<br>PHR  | Included with<br>PHR                   | Included with<br>PHR               | Starting at \$625/hour<br>development time   | Starting at<br>\$225/hour<br>development<br>time                        | Included  | Included                          | Included   | Included                          | Included                       | Included                         | Included            | Included              |
|                     | Sevocity  | Included                    | Included                 | Included              | Included                               | Included                           | N/A  | \$1,000/day   | \$1,995 for<br>the first<br>Provider and<br>\$1,295 for<br>each<br>additional<br>provider | Included                          | Included   | Included                          | Included                       | Included                         | Included            | Included              |
|                     | Stratus EMR   | Included                    | Included                 | Included              | Included                               | N/A                                | 10 to 45 cents/query,<br>depending on volume | \$1000/day,<br>plus travel<br>expenses                                  | Included  | Included                          | Included   | Included                          | Included                       | Included                         | Included            | Included              |
|                     | Virtual Officeware GE<br>Partner for Maryland   | \$50/provi<br>der/<br>month | Included                 | Included              | Included                               | Included                           | \$58/provider/ month                         | \$15-25K  | Included  | Included                          | \$165/hour | Included                          | Included                       | Included                         | Included            | Included              |

## MHCC EHR Product Portfolio March 2014

|   | Participating |                   | I                    | eatures for I         | atients                                |                                    | Administrative<br>Processes                  | Im                            | plementat                       | ion Traini                        | ng        | EHR Te                            | chnology :                     | Upgrades                         |                     |                       |
|---|---------------|-------------------|----------------------|-----------------------|--|------------------------------------|--|-------------------------------|---------------------------------|-----------------------------------|-----------|-----------------------------------|--------------------------------|----------------------------------|---------------------|-----------------------|
| EHR Vendors Pricing Comparison Please refer to each vendor's pricing and functionality spreadsheet for additional information |               | Patient<br>portal | Patient<br>education | Patient<br>scheduling | Reminders to patients for appointments | Patient<br>medication<br>reminders | Validation of insurance eligibility          | Support<br>provided<br>onsite | Training<br>provided via<br>web | Training<br>provided via<br>phone | Ongoing   | Support<br>provided via<br>e-mail | Support<br>provided via<br>web | Support<br>provided via<br>phone | Version<br>upgrades | Training for upgrades |
| roducts   | Matrix Care   | N/A               | N/A                  | N/A                   | N/A                                    | N/A                                | Included (Limited to<br>pharmacy eligibility | N/A                           | Included                        | Included                          | Included  | Included                          | Included                       | Included                         | Included            | Included              |
| LTPAC P   | NTT DATA      | N/A               | Included             | N/A                   | N/A                                    | N/A                                | Included                                     | \$90 /hour                    | Included                        | \$90/hour                         | \$90/hour | \$150/hour                        | N/A                            | \$150/hour                       | Included            | \$90/hour             |